

## Message Text

UNCLASSIFIED

PAGE 01 NEW DE 07302 201241Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
-----210201Z 101431 /20

R 201051Z MAY 77  
FM AMEMBASSY NEW DELHI  
TO USDOC WASHDC  
SECSTATE WASHDC 3527  
INFO AMCONSUL BOMBAY  
AMCONSUL CALCUTTA  
AMCONSUL MADRAS

UNCLAS NEW DELHI 7302

E.O. 11652: N/A  
TAGS: BEXP IN  
SUBJECT: POSSIBLE TRADE MISSION TO INDIA ON ELECTRONICS PRODUCTION  
AND TEST EQUIPMENT AND COMPONENTS

REF (A) STATE 098949 (B) NEW DELHI 6639

1. PER REFERENCE (B) WE WOULD WELCOME EIPT EQUIPMENT AND  
ELECTRONIC COMPONENTS TRADE MISSION TO INDIA DURING  
JANUARY 1978. GOOD PROSPECTS FOR U.S. SALES AND JOINT VENTURES  
EXIST IN CERTAIN PRODUCT CATEGORIES DETAILED BELOW. A QUALITY  
MISSION, SELECTIVELY RECRUITED, WOULD BE WELL RECEIVED HERE.

2. WE SUGGEST THAT TWO INDUSTRY TECHNICAL REPRESENTATIVES (ITR)  
WHO PARTICIPATED IN ELECTRONICS CATALOG EXHIBITS IN INDIA DURING  
JANUARY/FEBRUARY, 1977 BE CONSULTED ON RECRUITMENT OF TRADE  
MISSION MEMBERS. ITR' ARE MS. SUSAN CHOULNARD, EDITOR,  
"CIRCUITS MANUFACTURING", 167 COREY ROAD, BROOKLINE, MASS  
02146; TELEPHONE (617)232-5470 AND MR. RALPH A.  
ANAVY, DIRECTOR OF RESEARCH SERVICES, GHOSTIC CONCEPTS,  
INC. 2710 SAND HILL ROAD, MENTO PARK, CALIF.  
94025; TELEPHONE (445)854-4672. BOTH WERE EXCELLENT ITR'S  
AND ARE KNOWLEDGEABLE ON AREAS OF BEST POTENTIAL IN ELECTRONICS  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 NEW DE 07302 201241Z

INDUSTRY IN INDIA.

3. TECHNICAL SEMINAR: WE RECOMMEND A SEMINAR ON  
MICROPROCESSORS AND LSI APPLICATIONS BE PART OF MISSION'S  
PROGRAM. SUCH A SEMINAR WOULD BE BIG DRAWING CARD AND WOULD HELP  
GENERATE INTEREST IN TRADE MISSION. TECHNICAL SEMINARS ON RIGHT  
TOPICS ARE IMMENSELY POPULAR IN INDIA AND DRAW LARGE QUALIFIED

AUDIENCE FROM INDUSTRY, GOVERNMENT AND RESEARCH ORGANIZATIONS.

4. CITIES: WE SUGGEST TRADE MISSION/TECHNICAL SEMINAR VISIT  
NEW DELHI, BOMBAY, HYDERABAD, BANGALORE AND CALCUTTA.  
2-3 DAYS IN EACH CITY PLUS TRAVELLING TIME WILL REQUIRE 15-20  
DAYS IN INDIA.

5. PRODUCT CATEGORIES: BASED ON OUR MARKET RESEARCH,  
EXPERIENCE OF POSTS WITH ELECTRONICS CATALOG EXHIBIT, AND  
CONSULTATIONS WITH LEADERS IN ELECTRONICS INDUSTRY, WE RECOMMEND  
FOLLOWING PRODUCT CATEGORIES:

A. PRODUCTION EQUIPMENT: (1) SEMI-AUTOMATIC EQUIPMENT FOR  
WIRE BONDERS, DIE BONDERS, PRINTED CIRCUIT BOARDS,  
AND COMPONENTS, (2) HYBRID CIRCUIT EQUIPMENT, (3) SCREEN  
PRINTING EQUIPMENT.

B. TEST EQUIPMENT: (1) MEMORY, (2) SEMI-CONDUCTORS  
(3) ADVANCED INTEGRATED CIRCUITS, (4) MICROWAVE (5)  
TRANSMISSION, (6) QUALITY CONTROL FOR PCB'S AND WIRE WRAPPINGS  
(7) SPECTRUM ANALYSERS AND DIGITAL MEASURING INSTRUMENTS.

C. COMPONENTS: (1) POWER SEMI-CONDUCTORS, LSI AND MOS,  
(2) PROFESSIONAL GRADE PASSIVE COMPONENTS, E.G. PRECISION  
HIGH STABILITY CAPACITORS, (3) INDUSTRIAL TRANSDUCERS AND  
FUSES, (4) OTHER COMPONENTS SUCH AS CRYSTALS, CERAMICS,  
TRIMMING POTENTIOMETERS.

D. TOOLS AND FIXTURES: SPECIALIZED JIGS AND TOOLS FOR  
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 NEW DE 07302 201241Z

SMALL/MEDIUM SIZE PRODUCTION INCLUDING HAND TOOLS, SMALL JIGS  
AND FIXTURES.

E. MATERIALS: CHEMICALS, PLASTICS, SILICONES.

F. OTHER POSSIBLE EQUIPMENT AND INSTRUMENTATION:  
INSTRUMENT LANDING SYSTEMS, MICROPROCESSORS AND MINI-PERI-  
IPHERALS, SIDE LOOKING RADAR, FIBRE OPTICS, DATA ACQUISITION  
EQUIPMENT, MEDICAL INSTRUMENTATION AND  
COMMUNICATION INSTRUMENTATION.

6. JOINT VENTURES: POSSIBILITIES EXIST FOR TRANSFER OF  
TECHNOLOGY AND EQUITY JOINT VENTURES. SOME EXAMPLES ARE FOR  
MANUFACTURE OF CARDIAC PACEMAKERS, NICKEL/CADIUM BATTERIES,  
LIQUID CRYSTALS, ELECTRONIC WARNING SYSTEMS TO MONITOR  
INDUSTRIAL MACHINERY AND EQUIPMENT, ELECTRONICS FOR TEXTILE  
INDUSTRY, AND BUY-BACK MANUFACTURING ARRANGEMENTS WITH INDIAN  
PARTNERS.

7. COMPOSITION OF MISSION: WE BELIEVE SMALL/MEDIUM-SIZE US ELECTRONICS FIRMS WHICH PRODUCE SPECIFIED EQUIPMENT AND COMPONENTS WOULD BE GOOD PROSPECTS, ALTHOUGH ONE OR TWO WELL-KNOWN COMPANIES SUCH AS HEWLETT PACKARD AND FAIRCHILD WOULD ADD PRESTIGE TO MISSION. ONE OR TWO MEMBERS SHOULD BE TECHNICALLY QUALIFIED TO CONDUCT SEMINAR.

8. WE ARE COMPILING AND WILL SUBMIT A LIST OF US COMPANIES WHOSE ELECTRONICS PRODUCTS ARE KNOWN IN INDIA AND MAY BE GOOD PROSPECTS FOR TRADE MISSION.SCHNEIDER

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 20-May-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977NEWDE07302  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770181-0138  
**Format:** TEL  
**From:** NEW DELHI  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770536/aaaabeli.tel  
**Line Count:** 126  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 701f408f-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE 98949, 77 NEW DELHI 6639  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 27-Jan-2005 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2436892  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** POSSIBLE TRADE MISSION TO INDIA ON ELECTRONICS PRODUCTION AND TEST EQUIPMENT AND COMPONENTS  
**TAGS:** BEXP, IN  
**To:** COM STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/701f408f-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009